


## Focus Occupation: **First-Line Supervisors of Retail Sales Workers (41-1011)**

Focus occupation: First-Line Supervisors of Retail Sales Workers	
Employment and Growth	2,314/ 11.3%
Ave. Monthly Wage	\$3,479
Education/Experience	High school diploma or equivalent/1 to 5 years

Advance FROM Focus Occupation				
Occupation	Rung	Employment/ Growth	Education/Experience	Similarity
General and Operations Managers (11-1021)	3	3,735/ 6.1%	AA/1-5 yrs	84
Sales Managers (11-2022)	3	757/ 13.0%	BA/1-5 yrs	89
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	2	225/ 8.2%	HS/5 plus yrs	85
Sales and Related Workers, All Other (41-9099)	1	1,124/ 10.3%	HS	80

Advance TO Focus Occupation				
Occupation	Rung	Employment/ Growth	Education/Experience	Similarity
Customer Service Representatives  (43-4051)	-1	4,135/ 15.1%	HS	74
Butchers and Meat Cutters (51-3021)	-2	219/ 5.8%	Any	70
First-Line Supervisors of Food Preparation and Serving Workers (35-1012)	-2	786/ 11.0%	HS/1-5 yrs	72
Parts Salespersons (41-2022)	-2	861/ 14.8%	Any	70
Floral Designers (27-1023)	-3	96/ 0.0%	HS	72
Counter and Rental Clerks (41-2021)	-4	1,391/ 5.1%	Any	75
Retail Salespersons (41-2031)	-4	11,990/ 11.5%	Any	90
Stock Clerks and Order Fillers (43-5081)	-4	3,628/ 9.2%	Any	75
Cashiers (41-2011)	-5	9,246/ 7.2%	Any	87
Demonstrators and Product Promoters (41-9011)	-5	342/ 7.5%	HS	74

**Important note:** A worker does not necessarily have to traverse every rung to advance to or from the focus occupation. Occupations above and below the focus occupation are directly related to the focus occupation, but they are not necessarily directly related to each other. For example, actors and athletes are both related to agents of artists, performers, and athletes, but actors and athletes are not directly related to each other.

Analysis and development of the career lattice is by the Alaska Department of Labor and Workforce Development, Research and Analysis Section.

Data sources used for research and analysis: O\*NET (Occupation Information Network), Alaska Occupational Data Base (ODB), Standard Occupational Classification Manual, North American Industry Classification System manual, Bureau of Labor Statistics Occupational Employer Survey (OES) wage estimates.